



The Pakistan Credit Rating Agency Limited

Rating Report

Mirpurkhas Sugar Mills Limited

Report Contents

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Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
05-Apr-2023	A-	A2	Stable	Maintain	-
05-Apr-2022	A-	A2	Stable	Maintain	-
07-Apr-2021	A-	A2	Stable	Maintain	-
10-Apr-2020	A-	A2	Stable	Maintain	-
22-Oct-2019	A-	A2	Stable	Maintain	-
28-Jun-2019	A-	A2	Stable	Initial	-

Rating Rationale and Key Rating Drivers

Pakistan's sugar industry is the country's 2nd largest agro-based industry, comprising of 90 mills with an annual crushing capacity estimated at~ 80–90mln MT. Despite overcoming the challenge of raw material supply, the industry is facing a constraint due to the government set support price for sugarcane. During MY22, the support prices for sugarcane in Punjab were fixed at PKR 230/maund and PKR 250/maund in Sindh. Realized sugarcane prices at the mill gate were even higher. During MY22, the overall sugar production increased by ~9%, YoY, to 7.1mln MT (MY21: 6.5mln MT) due to better crop availability and an increase in area under cultivation. Subsequently, sugar prices witnessed ~12% decrease. During the current crushing season (MY23), loss of area under cultivation of ~4.7% amidst flash floods; the forecast of sugar production is affected and is est. to be ~7mln MT. However, the carryover stock from MY22 and the expected sugar production during MY23 are likely to result in a surplus stock of sugar. Therefore, the Government has allowed exports of 0.25mln MT on the basis of production during MY22. The support prices have been fixed at PKR 300/maund for Punjab and PKR 302/maund for Sindh. Although low sugar prices and increased sugarcane prices have prompted many sugar mills to close the crushing early in MY23, sugar exports are expected to be favorable for the industry, ensuring liquidity remains intact.

The ratings demonstrate Mirpurkhas Sugar Mills Ltd.'s ('Mirpurkhas' or 'the Company') established position and its association with a leading group – Ghulam Faruque Group. The ratings incorporate diversified revenue stream of the Company emerging from sale of sugar, molasses & bagasse. Lately, the Company has set up a separate division for Paper & Board project as a part of its strategic investment, apart from Mirpurkhas's associate - Unicol Limited - a leading ethanol producer. This mitigates the impact of volatile nature of sugar industry and supplements the Company's profitability. High competition for sugarcane procurement amongst mills and increased support price of sugarcane result in relatively higher input costs. Topline has posted a growing trend. Margins remain stable, while bottom-line reaps benefit of the profits share from associate, Unicol. Going forward, high sugar stock is expected to benefit the Company in terms of export potential and higher prices may drive better margins for the Company. Financial profile is characterized by moderately leveraged capital structure and adequate working capital management. Coverages remain stretched. Likely Group support, if needs be, remains imperative for ratings.

The ratings are dependent on the Company's ability to improve profitability while strengthening coverage ratios. Prudent debt management and efficient working capital management, to eliminate any mismatch, is critical. Continued negative trade, total leverage and deterioration in coverages would negatively impact ratings in future.

Disclosure

Name of Rated Entity	Mirpurkhas Sugar Mills Limited
Type of Relationship	Solicited
Purpose of the Rating	Entity Rating
Applicable Criteria	Methodology Corporate Rating(Jun-22),Methodology Correlation Between Long-term & Short-term Rating Scales(Jun-22),Methodology Rating Modifiers(Jun-22)
Related Research	Sector Study Sugar(Apr-22)
Rating Analysts	Faiqa Qamar faiqa.qamar@pacra.com +92-42-35869504

Profile

Legal Structure Mirpurkhas Sugar Mills Limited (the Company) is a public limited company, listed on the Pakistan Stock Exchange.

Background The Company was incorporated in 1964 and started operations in 1966 with a crushing capacity of 1,500 TCD. Over the years, through frequent BMR and capacity enhancements, crushing capacity has been enhanced to 12,500 TCD. The Company's mill is located in Mirpurkhas, Sindh while the head office is in Karachi.

Operations Primary business activity of the Company involves manufacturing and sale of sugar. The Company's mill is located at Umerkot Road, Mirpurkhas, Sindh. Meanwhile the head office is based in Karachi. During MY22, the Company's mill operated for 124 days (MY21: 98days) crushing 649,557 MT) of sugarcane (MY21: 488,464MT) while producing 70,460MT of sugar (MY21: 51,909MT) at a recovery rate of 10.85% (MY21: 10.63%) due to better availability of sugarcane in operational area.

Ownership

Ownership Structure Major shareholding of the Company lies with Faruque Family through associated companies (~51.84) and individuals (~5.73%). General Public holds (~18.89%), NIT (~0.01%), Public Sector Companies & Corporations (~10.87%) and Banks, DFIs, Modarbas and Mutual Funds own (~12.66%).

Stability The Group is being operated by the third generation of sponsors, with a gradual induction of the fourth generation. The existence of a holding company structure with defined interests and understanding among each of the sponsoring family members reflects stability in ownership.

Business Acumen The Company is a part of the Ghulam Faruque Group, incorporated in 1964. In addition to sugar, the Group has established a strong presence in the country's cement and packaging industry. Moreover, the Group is involved in air conditioning, industrial equipment trading, and software solutions.

Financial Strength The Company derives financial strength from its Group, which houses well-known entities, such as Cherat Cement Company Ltd., Cherat Packaging Ltd., Unicol Ltd. and Unienergy Ltd. The Group posted consolidated revenue of PKR ~59bln, with a Profit after tax of PKR ~6.8bln during Sept-22. Total debt & equity stood at PKR ~31bln & PKR ~30bln, respectively, as of Sept-22.

Governance

Board Structure The Company's Board of Directors comprises seven members, including the Chairman, three Non-Executive Directors, two Executive Directors and two Independent Directors, one of whom is a representative of NIT.

Members' Profile Members have diversified backgrounds with noteworthy experience and specialization in sugar, cement, packaging and steel industries.

Board Effectiveness The Board maintains effective oversight through Board Audit Committee and HR & Remuneration Committee. High frequency of Board of Directors & Committees' meetings bodes well for the Company.

Financial Transparency Kreston Hyder Bhimji & Co. Chartered Accountants, has expressed an unqualified opinion on the financial reports for the Company for the year ending in Sept-22. The firm is classified under category 'A' by the SBP and holds a satisfactory QCR rating.

Management

Organizational Structure The Company is operated through ten departments, including finance, sales, marketing, procurement and internal audit among others. All department heads report to COO, who also holds the position of CFO. However, heads of Internal Audit and HR reports administratively to the CEO and functionally to the Board Audit Committee and Board HR & Remuneration Committee, respectively.

Management Team Management comprises experienced individuals. The CEO, Mr. Aslam Faruque has experience of above 3 decades. He also serves as the CEO of Unicol Ltd., a joint venture distillery project. He is ably supported by COO & CFO - Mr. Wasif Khalid, having an experience of above 2 decades.

Effectiveness The Company monitors efficiency and effectiveness of management systems through two committees, namely, Technical Committee and IT Steering Committee. Meetings are conducted at regular intervals with high frequency during the crushing period.

MIS The Company implemented SAP in 2010. Production and sales reports are submitted to the senior management periodically.

Control Environment In order to ensure operational efficiency, the Company has setup an internal audit function. The department conducts regular reviews to monitor effectiveness of operations while identifying potential areas of improvement.

Business Risk

Industry Dynamics Pakistan's sugar industry comprises 90 mills with an annual crushing capacity at ~80-90mln MT. In MY22, sugarcane support price in Punjab were fixed at PKR 230/maund and PKR 250/maund in Sindh. Actual realized sugarcane prices were even higher. The overall sugar production increased by ~ 9%, YoY. Subsequently, sugar prices posted a dip by ~12%. In the ongoing season (MY23), loss of area under cultivation amidst flash floods; the forecast of sugar production is affected, est. to be ~7mln MT. However, the carryover stock and the expected sugar production during MY23 are likely to result in sugar surplus. Thus, the Govt. has allowed exports upto 0.25mln MT on the basis of MY22's production. Sugarcane support prices are fixed at PKR 300/maund in Punjab and PKR 302/maund in Sindh. Although low sugar prices locally and increased sugarcane cost have prompted many sugar mills to close the crushing early in MY23, sugar exports are expected to be favorable, ensuring liquidity.

Relative Position The Company held ~0.9% share in total sugar production of the country and holds a relatively low market share.

Revenues The Company mainly generates revenue by selling sugar in local and export market. Revenue share from molasses and bagasse remains minimal. During MY22, revenue stood at PKR 4.8bln (MY21: PKR 3.9bln), posting a growth of ~25% due to better availability of cane at a higher avg. cost. Despite better sugar prices, stock levels are high which will benefit in terms of sugar exports. During IQMY23, the Company's revenue posted a dip of ~32% (IQMY23: PKR 859mln, IQMY22: PKR 1.3bln) due to lower availability of cane at a higher cost, post flash floods. Going forward, the opportunity to export sugar along with a stable demand of molasses, at a higher price, from distilleries bodes well for the Company.

Margins During MY22, gross margin improved to ~9.9% (MY21: ~7.3%) due to better sugar prices. Similarly, operating margins posted a surge (MY22: 4.8%, MY21: 2.7%) due to trickle down effect. Finance cost (MY22: PKR 427mln, MY21: PKR 242mln) inclined due to high interest rates. Supplementary income from strategic investment - Unicol Ltd. - standing at PKR 440mln during MY22 (MY21: PKR 168mln). Thus, net income improved to PKR 204mln (MY21: PKR 140mln), leading to a net margin of 4.2% (MY21: 3.6%). During IQMY23, margins were stretched due to higher cane cost; while, sugar prices were barely covering the conversion cost. Going forward, margins are expected to remain stretched.

Sustainability The Company has established paper and board division, total investment of PKR 4.2bln, with a maximum production capacity of 84,000 MT per year. The division will achieve COD by Apr-23. Total investments is funded by 60:40 debit & equity mix.

Financial Risk

Working Capital In MY22, the Company's net working capital days increased to 90 days (MY21: 77days) due to high inventory held days. The Company poses inherent volatility owing to seasonality in crushing cycle. High stock levels (MY22: 91 days, MY21: 78 days) will benefit export sales. Payable days posted stable trend at 8 days as the Company paid of farmers in a weeks time. Going forward, working capital management may stretch due to inventory cost. This may further deplete the borrowing cushion.

Coverages In MY22, interest coverages improved to 0.6x (MY21: 0.3x) due to improved free cash; while, finance cost posted a two-fold increase (MY22: PKR 427mln, MY21: PKR 242mln). However, core and total operating coverage were stable (MY22: 0.1x, MY21: 0.3x) due to two-fold increase in the free cash flows. In IQMY23, coverages were stretched. Going forward, coverages is expected to remain stretched due to lower profit post flash floods.

Capitalization The Company has a moderately leveraged capital structure with a debt-to-equity ratio of 62% in MY22 (MY21: 52%). This increase is mainly due to increased borrowings (MY22: PKR 5.2bln, MY21: PKR 3.4bln). Tilt in total borrowings remain towards short term borrowings, which posted an increase (MY22: PKR 2.2bln, MY21: PKR 1.8bln) and are mainly used to fund the working capital requirement. Moreover, long term borrowings posted an increased (MY22: PKR 2.5bln, MY21: PKR 1.3bln) to finance the paper & board division. In IQMY23, leveraging ratio increased due to significant increase in borrowings amid high working capital requirement. Going forward, capital structure is expected to remain stretched.



Mirpurkhas Sugar Mills Limited Sugar	Dec-22 3M	Sep-22 12M	Dec-21 3M	Sep-21 12M	Dec-20 3M	Sep-20 12M
A BALANCE SHEET						
1 Non-Current Assets	6,160	5,839	4,344	3,473	2,034	2,624
2 Investments	20	2	5	2	2	2
3 Related Party Exposure	2,041	1,723	2,283	1,992	2,625	2,211
4 Current Assets	4,363	2,661	3,401	2,277	1,665	1,543
a Inventories	2,498	1,405	1,846	993	743	662
b Trade Receivables	227	113	57	61	85	91
5 Total Assets	12,584	10,224	10,033	7,744	6,326	6,379
6 Current Liabilities	1,450	1,478	1,425	593	1,137	608
a Trade Payables	210	89	276	112	120	61
7 Borrowings	6,952	5,160	4,879	3,444	2,343	2,284
8 Related Party Exposure	-	-	-	-	-	-
9 Non-Current Liabilities	478	475	482	480	650	641
10 Net Assets	3,705	3,111	3,246	3,226	2,197	2,846
11 Shareholders' Equity	3,705	3,111	3,246	3,226	3,226	2,846
B INCOME STATEMENT						
1 Sales	859	4,833	1,268	3,861	1,079	4,637
a Cost of Good Sold	(795)	(4,355)	(1,139)	(3,579)	(1,214)	(4,332)
2 Gross Profit	64	478	129	283	(135)	305
a Operating Expenses	(69)	(247)	(58)	(177)	(53)	(185)
3 Operating Profit	(5)	231	71	105	(188)	120
a Non Operating Income or (Expense)	770	498	75	356	107	199
4 Profit or (Loss) before Interest and Tax	764	729	146	461	(82)	318
a Total Finance Cost	(124)	(429)	(54)	(246)	(60)	(366)
b Taxation	(16)	(96)	(20)	(75)	(24)	(68)
6 Net Income Or (Loss)	624	204	72	140	(166)	(116)
C CASH FLOW STATEMENT						
a Free Cash Flows from Operations (FCFO)	(32)	257	129	75	(188)	461
b Net Cash from Operating Activities before Working Capital Changes	(168)	302	111	49	(236)	52
c Changes in Working Capital	(1,250)	(400)	(206)	(322)	27	440
1 Net Cash provided by Operating Activities	(1,418)	(98)	(95)	(273)	(209)	491
2 Net Cash (Used in) or Available From Investing Activities	(374)	(1,612)	(1,224)	(883)	(98)	(186)
3 Net Cash (Used in) or Available From Financing Activities	1,791	1,694	1,435	1,156	59	(312)
4 Net Cash generated or (Used) during the period	(0)	(16)	116	0	(248)	(7)
D RATIO ANALYSIS						
1 Performance						
a Sales Growth (for the period)	-28.9%	25.2%	31.4%	-16.7%	-6.9%	24.4%
b Gross Profit Margin	7.5%	9.9%	10.2%	7.3%	-12.5%	6.6%
c Net Profit Margin	72.6%	4.2%	5.7%	3.6%	-15.4%	-2.5%
d Cash Conversion Efficiency (FCFO adjusted for Working Capital/Sales)	-149.3%	-3.0%	-6.0%	-6.4%	-15.0%	19.4%
e Return on Equity [Net Profit Margin * Asset Turnover * (Total Assets/S)	73.2%	6.4%	9.0%	4.6%	-21.9%	-4.8%
2 Working Capital Management						
a Gross Working Capital (Average Days)	225	97	106	85	67	71
b Net Working Capital (Average Days)	209	90	92	77	59	64
c Current Ratio (Current Assets / Current Liabilities)	3.0	1.8	2.4	3.8	1.5	2.5
3 Coverages						
a EBITDA / Finance Cost	-0.1	1.0	2.6	1.0	-2.8	1.5
b FCFO / Finance Cost+CMLTB+Excess STB	-0.1	0.1	0.5	0.1	-0.8	0.7
c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)	-6.5	-23.4	9.6	-10.5	-1.8	13.6
4 Capital Structure						
a Total Borrowings / (Total Borrowings+Shareholders' Equity)	65.2%	62.4%	60.0%	51.6%	42.1%	44.5%
b Interest or Markup Payable (Days)	105.6	142.0	91.7	47.9	47.8	36.9
c Entity Average Borrowing Rate	8.4%	8.2%	5.5%	7.2%	8.1%	12.1%

Credit Rating

Credit rating reflects forward-looking opinion on credit worthiness of underlying entity or instrument; more specifically it covers relative ability to honor financial obligations. The primary factor being captured on the rating scale is relative likelihood of default.

Scale	Long-term Rating Definition
AAA	Highest credit quality. Lowest expectation of credit risk. Indicate exceptionally strong capacity for timely payment of financial commitments
AA+	
AA	Very high credit quality. Very low expectation of credit risk. Indicate very strong capacity for timely payment of financial commitments. This capacity is not significantly vulnerable to foreseeable events.
AA-	
A+	
A	High credit quality. Low expectation of credit risk. The capacity for timely payment of financial commitments is considered strong. This capacity may, nevertheless, be vulnerable to changes in circumstances or in economic conditions.
A-	
BBB+	
BBB	Good credit quality. Currently a low expectation of credit risk. The capacity for timely payment of financial commitments is considered adequate, but adverse changes in circumstances and in economic conditions are more likely to impair this capacity.
BBB-	
BB+	
BB	Moderate risk. Possibility of credit risk developing. There is a possibility of credit risk developing, particularly as a result of adverse economic or business changes over time; however, business or financial alternatives may be available to allow financial commitments to be met.
BB-	
B+	
B	High credit risk. A limited margin of safety remains against credit risk. Financial commitments are currently being met; however, capacity for continued payment is contingent upon a sustained, favorable business and economic environment.
B-	
CCC	
CC	Very high credit risk. Substantial credit risk "CCC" Default is a real possibility. Capacity for meeting financial commitments is solely reliant upon sustained, favorable business or economic developments. "CC" Rating indicates that default of some kind appears probable. "C" Ratings signal imminent default.
C	
D	Obligations are currently in default.

Scale	Short-term Rating Definition
A1+	The highest capacity for timely repayment.
A1	A strong capacity for timely repayment.
A2	A satisfactory capacity for timely repayment. This may be susceptible to adverse changes in business, economic, or financial conditions.
A3	An adequate capacity for timely repayment. Such capacity is susceptible to adverse changes in business, economic, or financial conditions.
A4	The capacity for timely repayment is more susceptible to adverse changes in business, economic, or financial conditions. Liquidity may not be sufficient.



*The correlation shown is indicative and, in certain cases, may not hold.

Outlook (Stable, Positive, Negative, Developing) Indicates the potential and direction of a rating over the intermediate term in response to trends in economic and/or fundamental business/financial conditions. It is not necessarily a precursor to a rating change. 'Stable' outlook means a rating is not likely to change. 'Positive' means it may be raised. 'Negative' means it may be lowered. Where the trends have conflicting elements, the outlook may be described as 'Developing'.

Rating Watch Alerts to the possibility of a rating change subsequent to, or, in anticipation of some material identifiable event with indeterminable rating implications. But it does not mean that a rating change is inevitable. A watch should be resolved within foreseeable future, but may continue if underlying circumstances are not settled. Rating watch may accompany rating outlook of the respective opinion.

Suspension It is not possible to update an opinion due to lack of requisite information. Opinion should be resumed in foreseeable future. However, if this does not happen within six (6) months, the rating should be considered withdrawn.

Withdrawn A rating is withdrawn on a) termination of rating mandate, b) the debt instrument is redeemed, c) the rating remains suspended for six months, d) the entity/issuer defaults, or/and e) PACRA finds it impractical to surveil the opinion due to lack of requisite information.

Harmonization A change in rating due to revision in applicable methodology or underlying scale.

Surveillance. Surveillance on a publicly disseminated rating opinion is carried out on an ongoing basis till it is formally suspended or withdrawn. A comprehensive surveillance of rating opinion is carried out at least once every six months. However, a rating opinion may be reviewed in the intervening period if it is necessitated by any material happening.

Note. This scale is applicable to the following methodology(s):

- a) Broker Entity Rating
- b) Corporate Rating
- c) Debt Instrument Rating
- d) Financial Institution Rating
- e) Holding Company Rating
- f) Independent Power Producer Rating
- g) Microfinance Institution Rating
- h) Non-Banking Finance Companies Rating

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(1) Rating is just an opinion about the creditworthiness of the entity and does not constitute recommendation to buy, hold or sell any security of the entity rated or to buy, hold or sell the security rated, as the case may be | Chapter III; 14-3-(x)

2) Conflict of Interest

i. The Rating Team or any of their family members have no interest in this rating | Chapter III; 12-2-(j)

ii. PACRA, the analysts involved in the rating process and members of its rating committee, and their family members, do not have any conflict of interest relating to the rating done by them | Chapter III; 12-2-(e) & (k)

iii. The analyst is not a substantial shareholder of the customer being rated by PACRA [Annexure F; d-(ii)] Explanation: for the purpose of above clause, the term "family members" shall include only those family members who are dependent on the analyst and members of the rating committee

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(7) PACRA uses due care in preparation of this Rating Report. Our information has been obtained from sources we consider to be reliable but its accuracy or completeness is not guaranteed. PACRA does not, in every instance, independently verifies or validates information received in the rating process or in preparing this Rating Report | Clause 11-(A)(p).

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(12) PACRA receives compensation from the entity being rated or any third party for the rating services it offers. The receipt of this compensation has no influence on PACRA's opinions or other analytical processes. In all instances, PACRA is committed to preserving the objectivity, integrity and independence of its ratings. Our relationship is governed by two distinct mandates i) rating mandate - signed with the entity being rated or issuer of the debt instrument, and fee mandate - signed with the payer, which can be different from the entity

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Monitoring and review

(18) PACRA monitors all the outstanding ratings continuously and any potential change therein due to any event associated with the issuer, the security arrangement, the industry etc., is disseminated to the market, immediately and in effective manner, after appropriate consultation with the entity/issuer; | Chapter III | 18-(a)

(19) PACRA reviews all the outstanding ratings on semi-annual basis or as and when required by any creditor or upon the occurrence of such an event which requires to do so; | Chapter III | 18-(b)

(20) PACRA initiates immediate review of the outstanding rating upon becoming aware of any information that may reasonably be expected to result in downgrading of the rating; | Chapter III | 18-(c)

(21) PACRA engages with the issuer and the debt securities trustee, to remain updated on all information pertaining to the rating of the entity/instrument; | Chapter III | 18-(d)

Probability of Default

(22) PACRA's Rating Scale reflects the expectation of credit risk. The highest rating has the lowest relative likelihood of default (i.e, probability). PACRA's transition studies capture the historical performance behavior of a specific rating notch. Transition behavior of the assigned rating can be obtained from PACRA's Transition Study available at our website. (www.pacra.com). However, actual transition of rating may not follow the pattern observed in the past | Chapter III | 14-(F-VII)

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